

FIG. 1

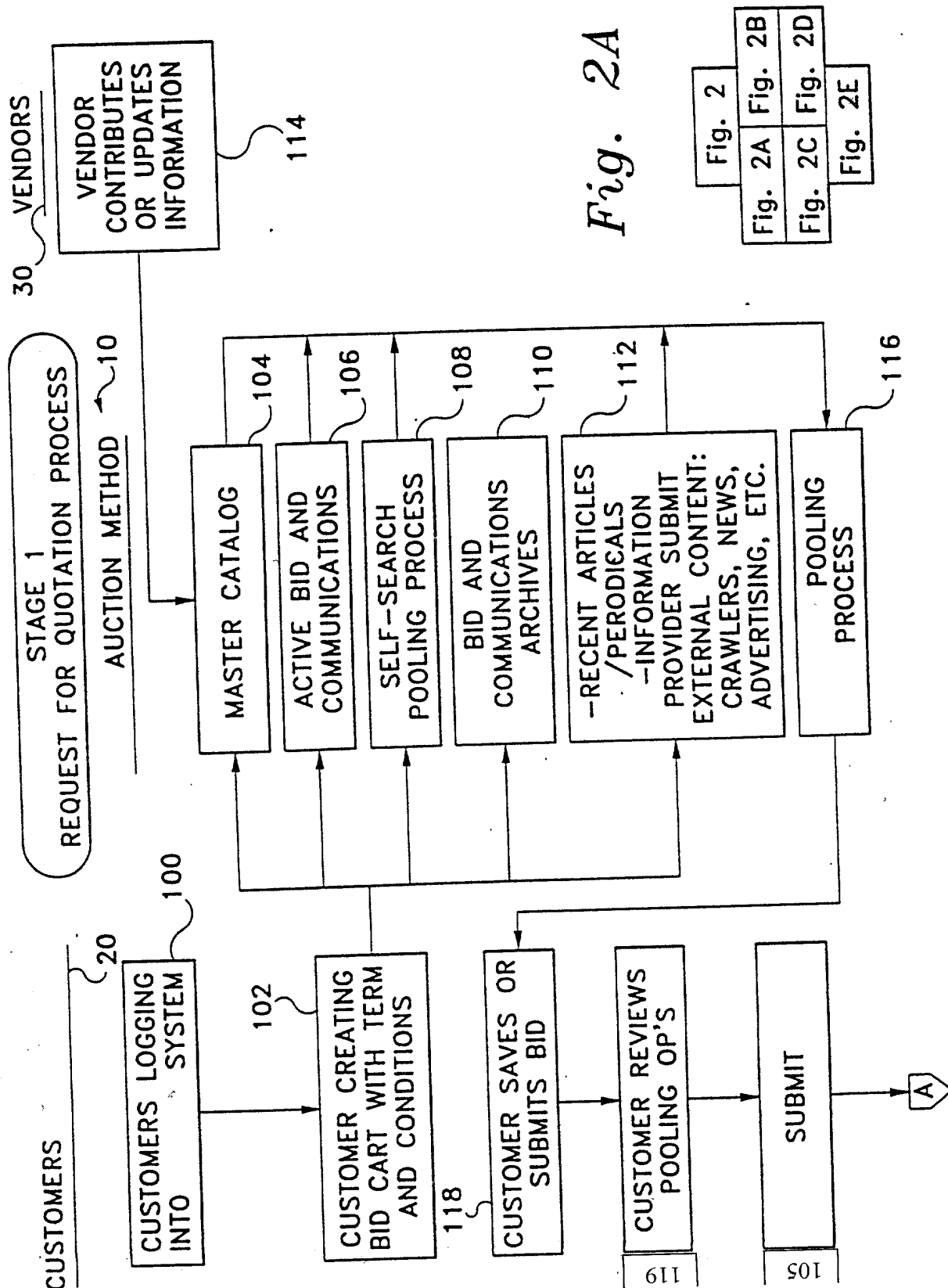
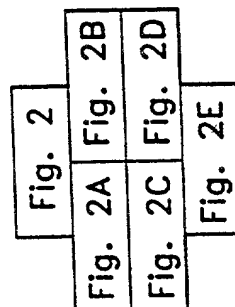


Fig. 2A



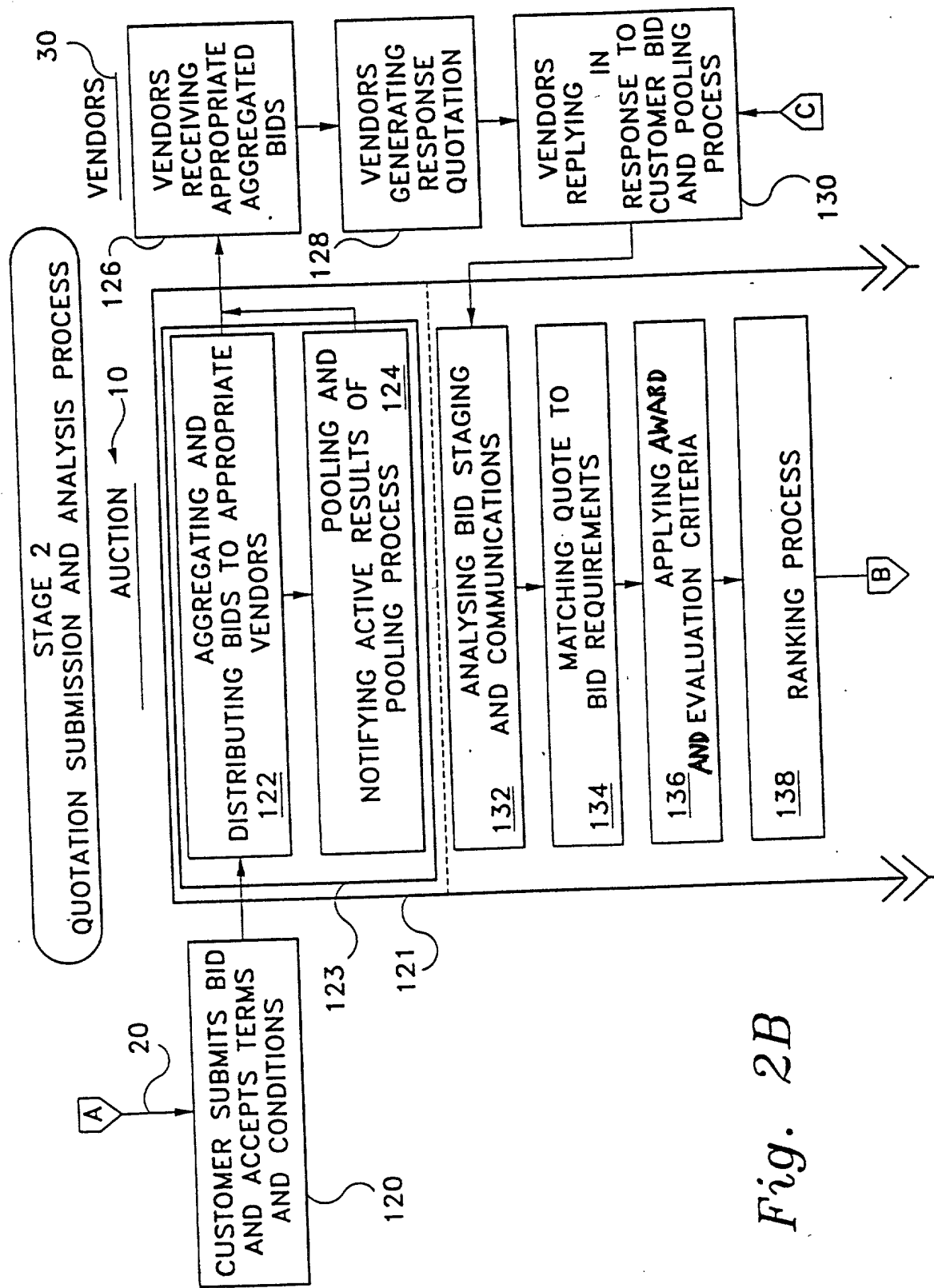


Fig. 2B

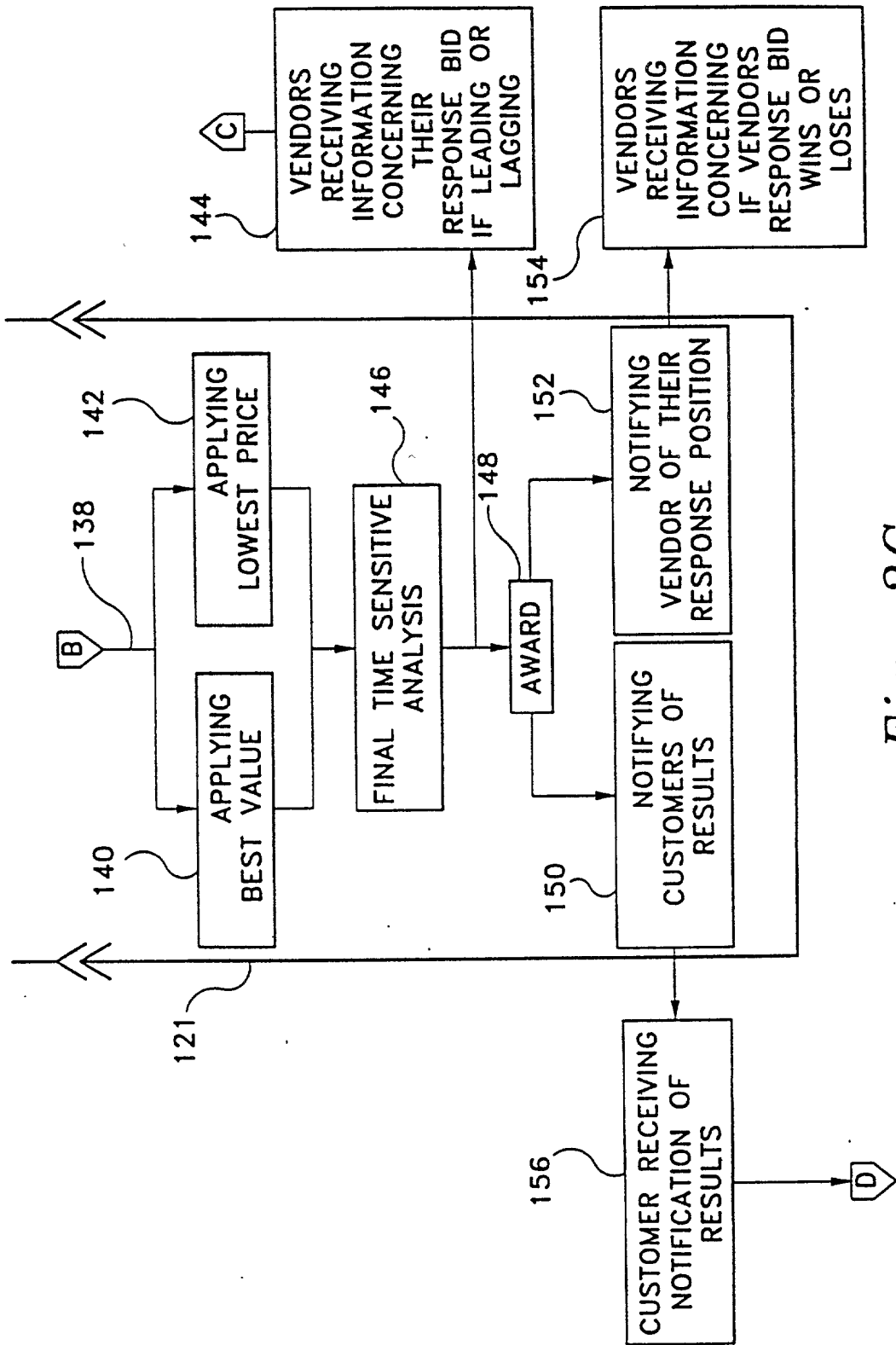


Fig. 2C

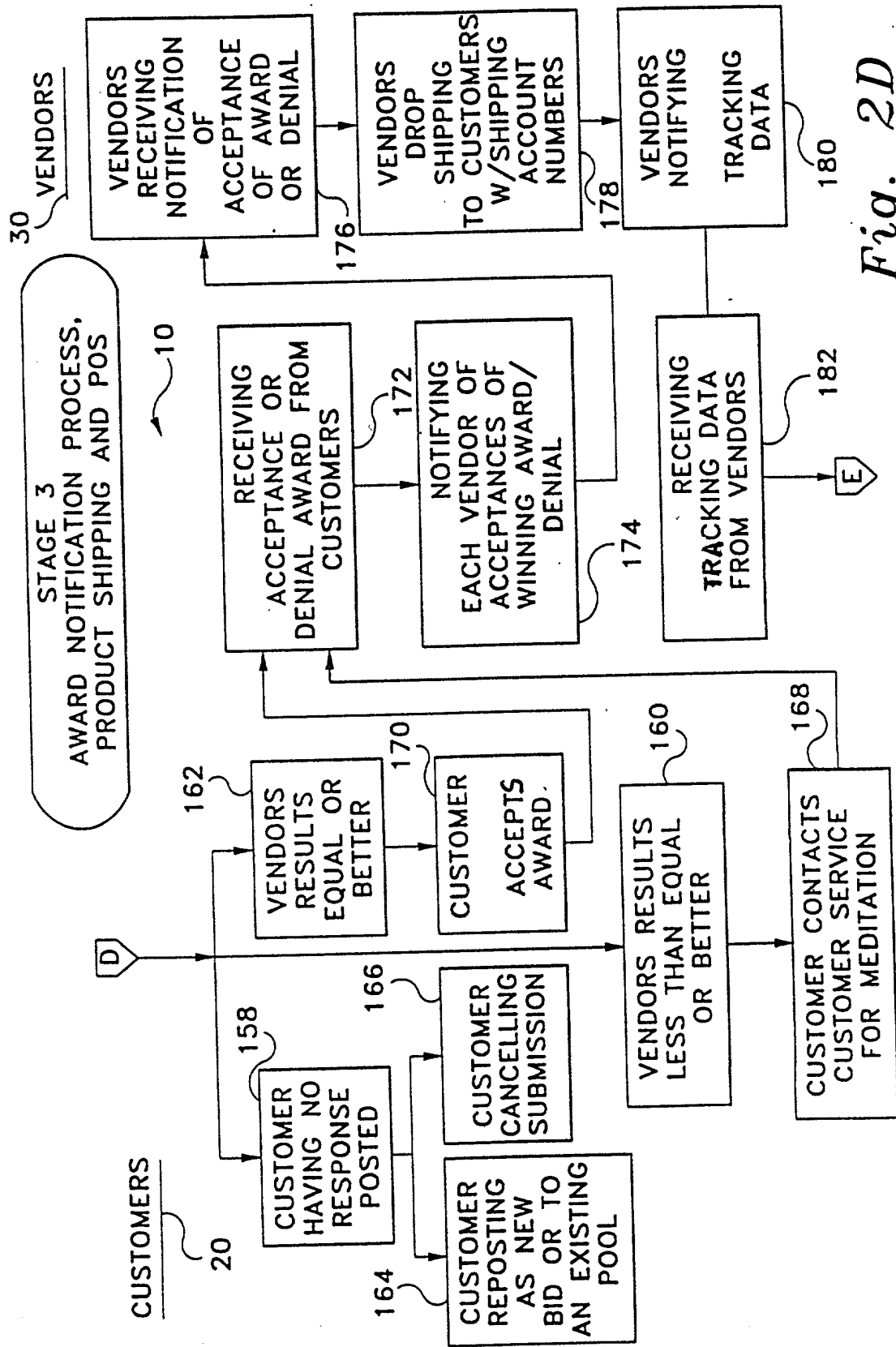
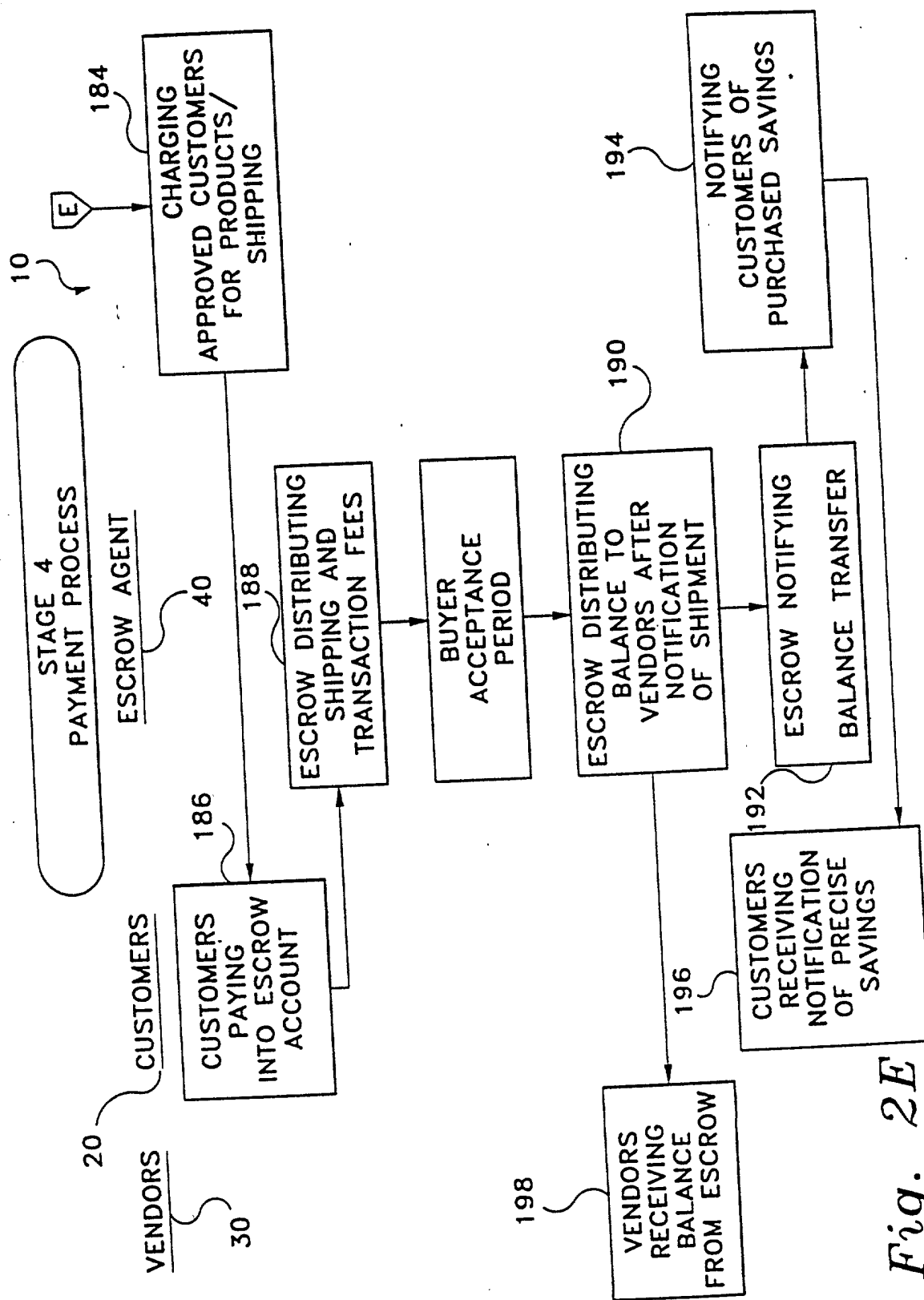
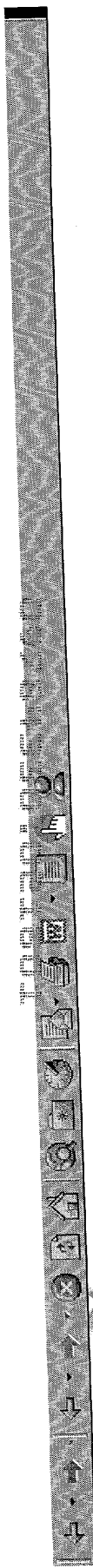


Fig. 2D





Welcom

# Sample Case Studies

Case 1	Department of Transportation cardholder submits request for 15 printers
8/30, 11:15 am	Target price: \$661 per unit, per GSA
9/1, 5:00 pm	Auction closes: 47 vendors have bid.
	Result: unit price down to \$635, delivered.
Stats:	1 request, 30 hours, 47 bids, 4% savings over GSA price
Total Savings	\$390
Case 2	An Air Force cardholder submits a request for tape cartridges
8/31, 2:23 pm	Auction closes: 19 vendors have bid.
9/1, 5:00 pm	Result: price per tape down to 37% below Target Price.
Stats:	1 request, 26 hours, 19 bids, 37% savings
Total Savings	37%
Case 3	An auction request from a Department of Transportation cardholder initiates a competition between two major PC manufacturers for 23 high-end desktop PCs.
9/1, 10:00 am	Target Price: \$2030 per unit.
9/5, 10:00 am	Leading bid: \$1684 per unit.
9/5, 12:00 pm	Auction closes: 2 top vendors have engaged in a spirited bidding war.
	Result: leading bid price down to \$1444 per unit, delivered—28% below Target Price.
Stats:	1 request, 48 business hours, 28% savings
Total Savings	\$13,478
Case 4	A State Department cardholder requests a FedBid.com auction for a Lexmark printer. A non-FedBid.com vendor has quoted a manufacturer-sponsored trade-in discount of \$2165 that would require the cardholder to turn in the printer it's now using.
Day 1	Auction result: price down to \$2117, delivered, with no trade-in.
24 hrs later	1 request, 24 hours, 13 bids, winning price beats trade-in price
Stats:	value of retained printer plus \$48
Total Savings	

Back

FIG. 3

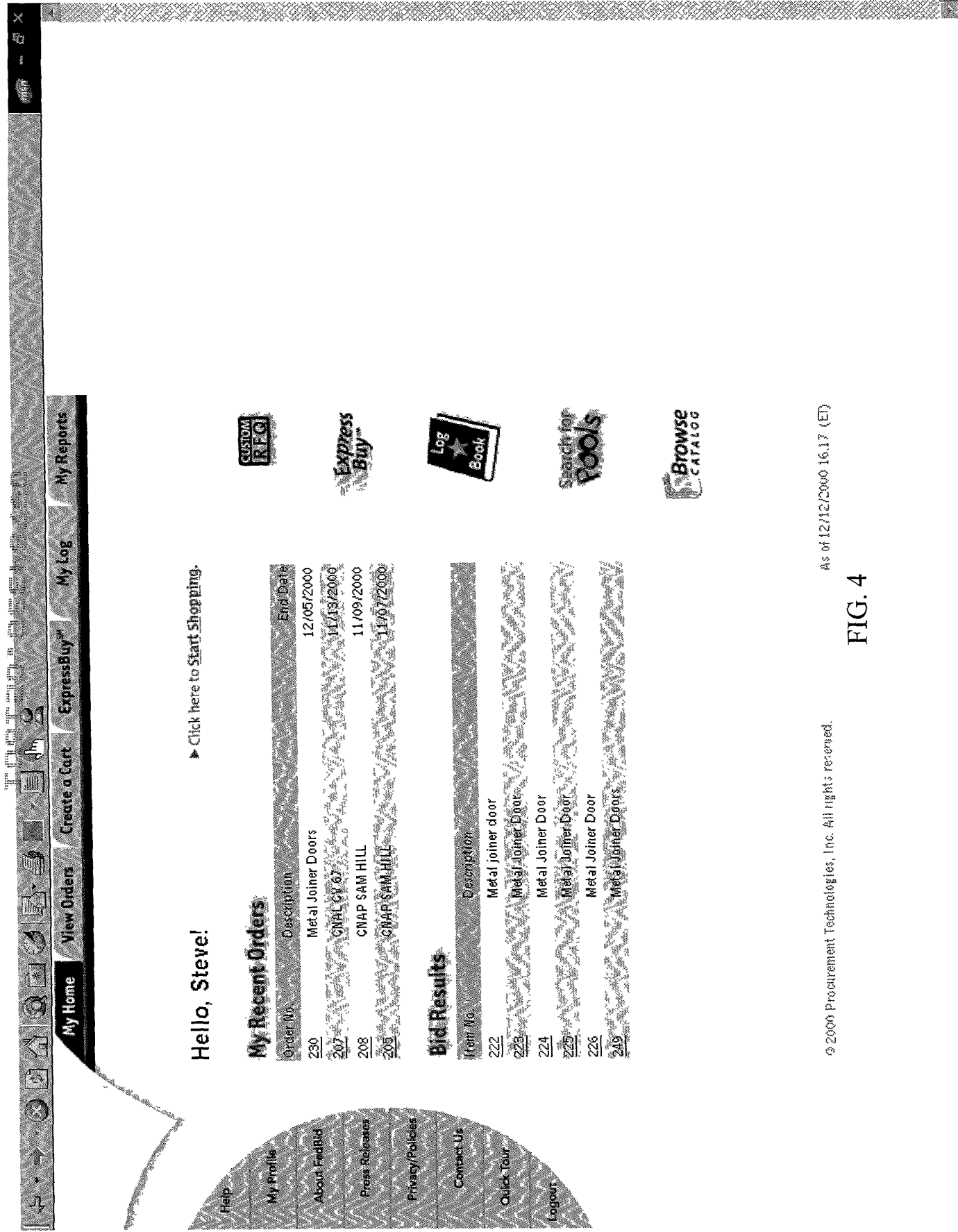




FIG. 5

## My Credit Card Log

Credit Card No. 20511 (Last 5 Digits)

01/01/2000 - 01/01/2001

	Date Ordered	FeedBid Item No	Description	Vendor (Company, Sales Rep., Phone)	Vendor Type	Unit Price	Quantity	Total Price	Date Billed	Amount Billed	Date Paid	Statement Ref. No.	Disput
<a href="#">Modify</a>	10/26/2000	201	Digital Camera, Carrying Case, and (3) Smart Cards	GOVPLACE, Sean Burke, 3883088802	8(A) Firm, Minority-owned, Small Business, Veteran-owned, Women-owned	\$1,010.94	1	\$1,010.94	10/26/2000	\$1,010.94	10/31/2000		
<a href="#">Modify</a>	11/03/2000	220	SYSTEM SHOCK PROOF HARD CASE FOR C30303 DIGITAL CAMERA	DESKTOPS BY DESIGN, Laura Fraiser 301.7752909 3019222859	8(A) Firm, Minority-owned, Small Business, Veteran-owned, Women-owned	\$45.34	1	\$45.34	11/07/2000	\$45.34			
<a href="#">Modify</a>	11/13/2000	227	AA NIMH BATTERY PACK WITH CHARGER	USA SUPPLY, Patrick Boylan, 9728892867	8(A) Firm, Minority-owned, Small Business, Veteran-owned, Women-owned	\$53.62	1	\$53.62	11/13/2000	\$53.62			

## Item Details for Item No. 249

Order No.:	230	Award Criteria:	Best Price
Description:	Metal Joiner Doors	Criteria	Weight (%)
Category:	SUPSHIP	Price	100
Subcategory:	Metal Doors	Features	0
Internal Ref. No.:	Various	Risk Rating*	0
Manufacturer:		Warranty	0
Mnfr. ID No.:	804-1648655 LH	*Source: D&B	
Target			
Price/Unit**:	\$1200.0		
Qty.:	15		
End Date:	12/05/2000		
End Time:	18:00		
Vendor Types:	All Vendors		
**Includes domestic shipping & handling			
Evaluation Criteria: Exact Match Only			

General Features	My Criteria
Manufacturer DWG #	5959320
Delivery Method	FOB Destination
Delivery Date	6 - 8 weeks ARO
Dimensions	26 x 66
Document #	IN62793-0292-K006
Part #	804-1648655 LH
hold back hook and bumper	with IAW DWG 804-5959320
kick plates	with kick plates
latches	with latches
door knobs	no keyed door knobs
push plates	with push plates
Rotan Hinges	with Rotan Hinges

FIG. 6

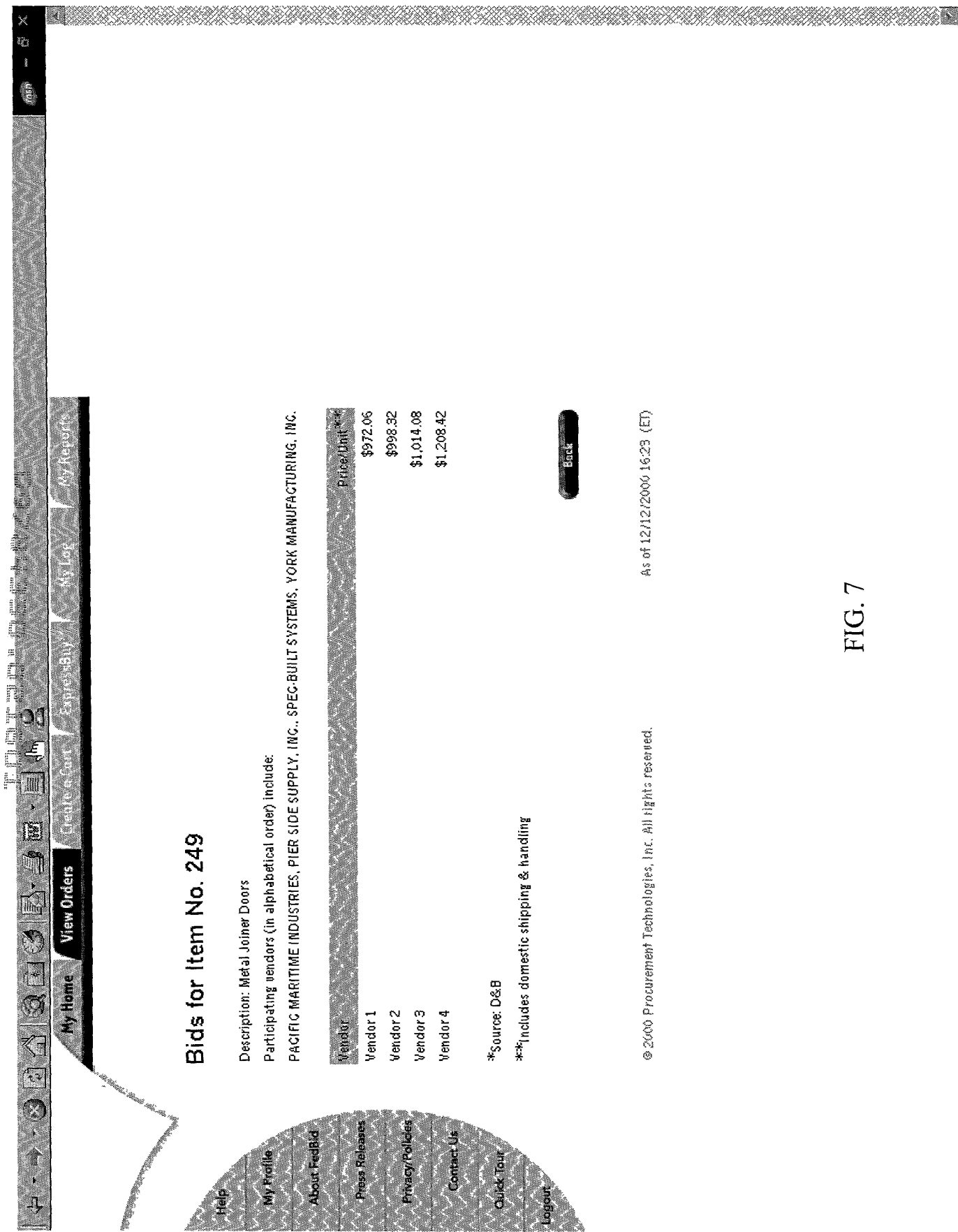


FIG. 7



## Bid Results for Item No.222 (Order No.207)

Congratulations — FedBid has found a vendor who has met your specifications. The winning vendor is YORK MANUFACTURING, INC.. Please accept or cancel this order by 10:00 ET, December 14, 2000.

### My Request for Bid

Category: SUPSHIP  
Subcategory: Metal Doors  
Description: Metal joiner door  
Quantity: 3  
My Target Price: \$2,400.00  
Manufacturer: various  
Mfr. ID No.: 804.164243RH  
Evaluation Criteria: Exact Match Only  
Award Criteria: Best Price

### Award Criteria (Weight %)

Price: 100    Features: 0    Risk Rating\*: 0    Warranty: 0    \*Source D&B

### Winning Bid

Vendor: YORK MANUFACTURING, INC.  
Vendor Type: Small Business  
Manufacturer: various  
Manufacturer ID No.: ym15959320-0rh  
Warranty (No. of Months): 3  
Bid per unit: \$709.44  
Est. Delivery Date: Four business days after acceptance  
EIN: 33-0440816

### Feature

26 x 75  
PN Type C 804.164243RH  
With Kick Plates  
With Latches  
With Push Plates  
With back hook and bumper type c  
with rotan hinge

### Criteria

Not Specified  
Not Specified  
Not Specified  
No keyed door knobs  
Not Specified  
IAW DWG 804.5959320  
Not Specified  
Not Specified

### Bid Spec

Not Specified  
Not Specified  
Not Specified  
No keyed door knobs  
Not Specified  
IAW DWG 804.5959320  
Not Specified  
Not Specified

### Total Charge

Last 5 Digits 20511  
Unit Price \$709.44  
Qty 3  
Total Cost \$2,128.32

FIG. 8

## Create a Cart

Description:

Cars for DLA MIS Staff

Select Vendor Type(s) or BPA Order

Vendor Type:

☒ All Vendors

(Non-BPA orders, select all that apply)

☐ Small Business Enterprise

☐ Woman-Owned Business Enterprise

☐ 8(a)

☐ Minority-owned Business Enterprise

☐ Veteran-Owned Business Enterprise

BPA Orders Only — Please select:

☐ Army ISSD IT Replacement

☐ Parts BPA

End Date:

☐ December 13, 2000

☐ December 14, 2000

☐ December 15, 2000

☐ December 18, 2000

☒ December 19, 2000

End Time:

18:00 ET

Internal Reference No. \*: 1234567AA-00

(i.e. Government order number, requisition number, etc.)

\* optional

How would you like vendors to respond to your specifications?

☐ Exact Match Only

☐ Meet or Exceed

Award Criteria: Best Price

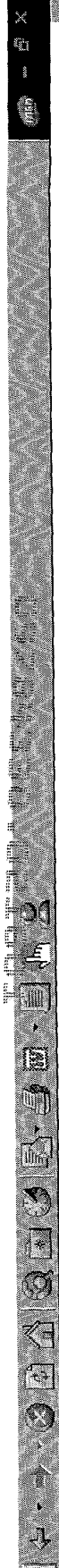
In 'Best Price' auctions bids are ranked according to price. 'Best Value' bid responses are evaluated according to the weight you assign four variables—Price, Features, Risk and Warranty. For more information or to change the Award Criteria to 'Best Value', click on the 'Best Value' button below.

Best Value

Reset

Continue

FIG. 9



### Best Value

FedBid.com's 'Best Value' engine evaluates bid responses by four variables—Price, Features, Risk, and Warranty—that the buyer weights. Rate the importance of each category by assigning it a percentage value (total should be 100 percent). FedBid.com uses a proprietary Best Value Algorithm to generate an unbiased measure of the benefits associated with a particular product or service. A Best Value score is calculated for each of the factors, then totaled. Bids from each vendor are ranked by total Best Value score.

Price	<input type="text" value="50"/> %	'Price' refers to the final award price per item. Assigning percentage points here increases the likelihood of obtaining an award item with the lowest price.
Features	<input type="text" value="25"/> %	'Features' refers to feature specifications. Assigning percentage points here increases the likelihood of obtaining an award item with features that exceed the original specifications.
Risk	<input type="text" value="25"/> %	'Risk' refers to vendors' Dun & Bradstreet ratings. Assigning percentage points here increases the likelihood of finding a low-risk vendor.
Warranty	<input type="text" value="10"/> %	'Warranty' refers to a seller's standard limited warranty provisions and warranty term. Assigning percentage points here increases the likelihood of obtaining a longer warranty period.

\*Source: D&B

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FIG. 10

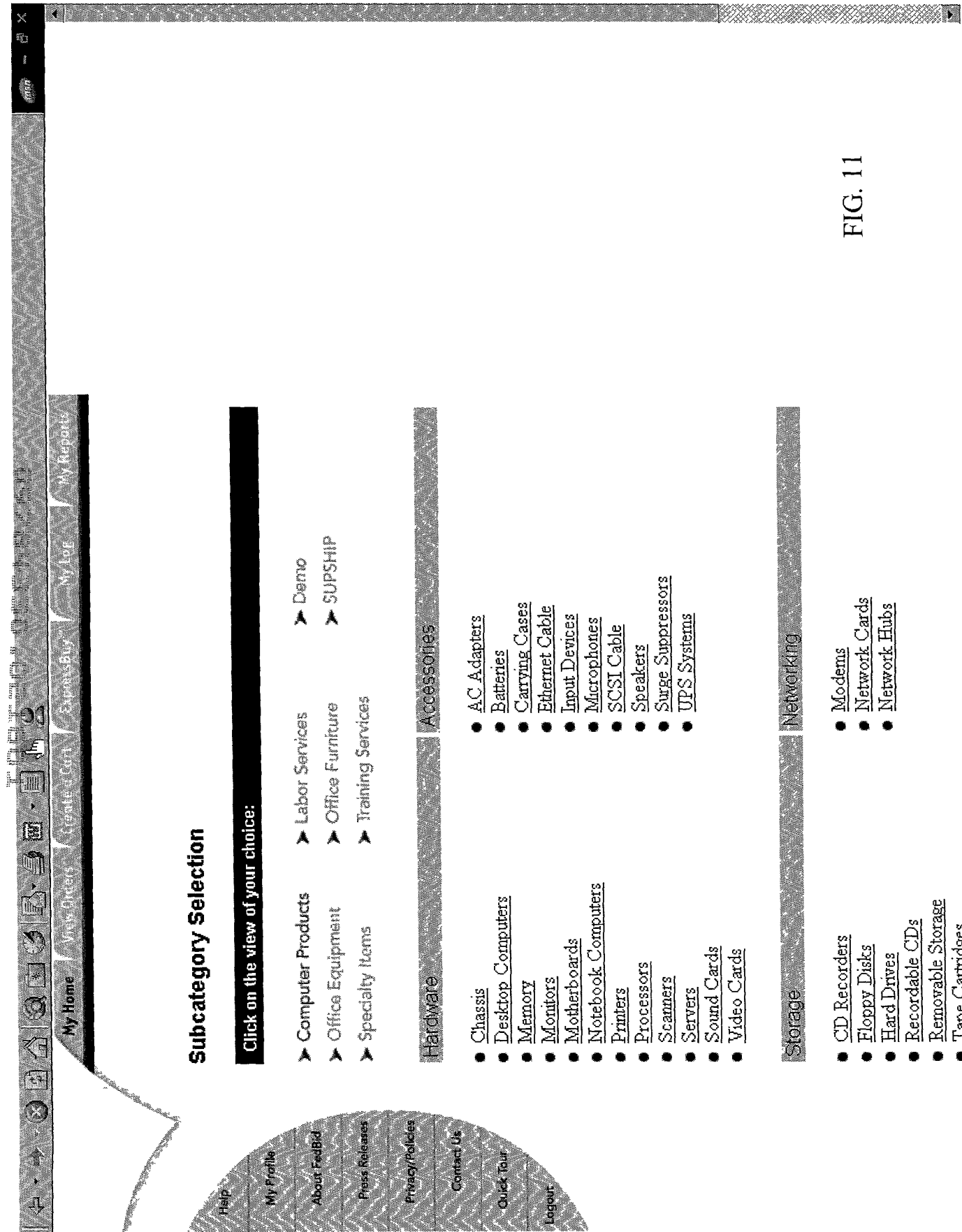


FIG. 11

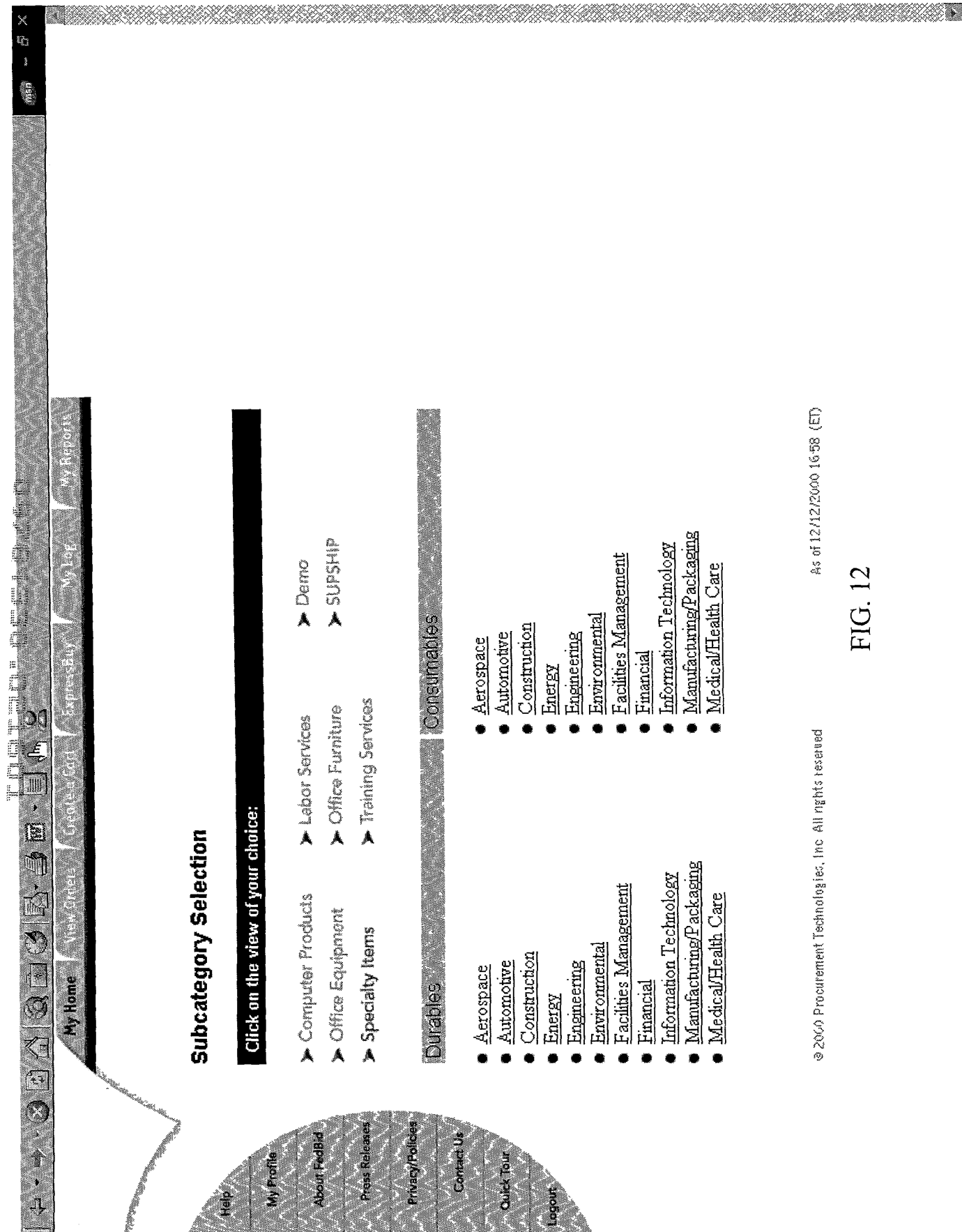


FIG. 12



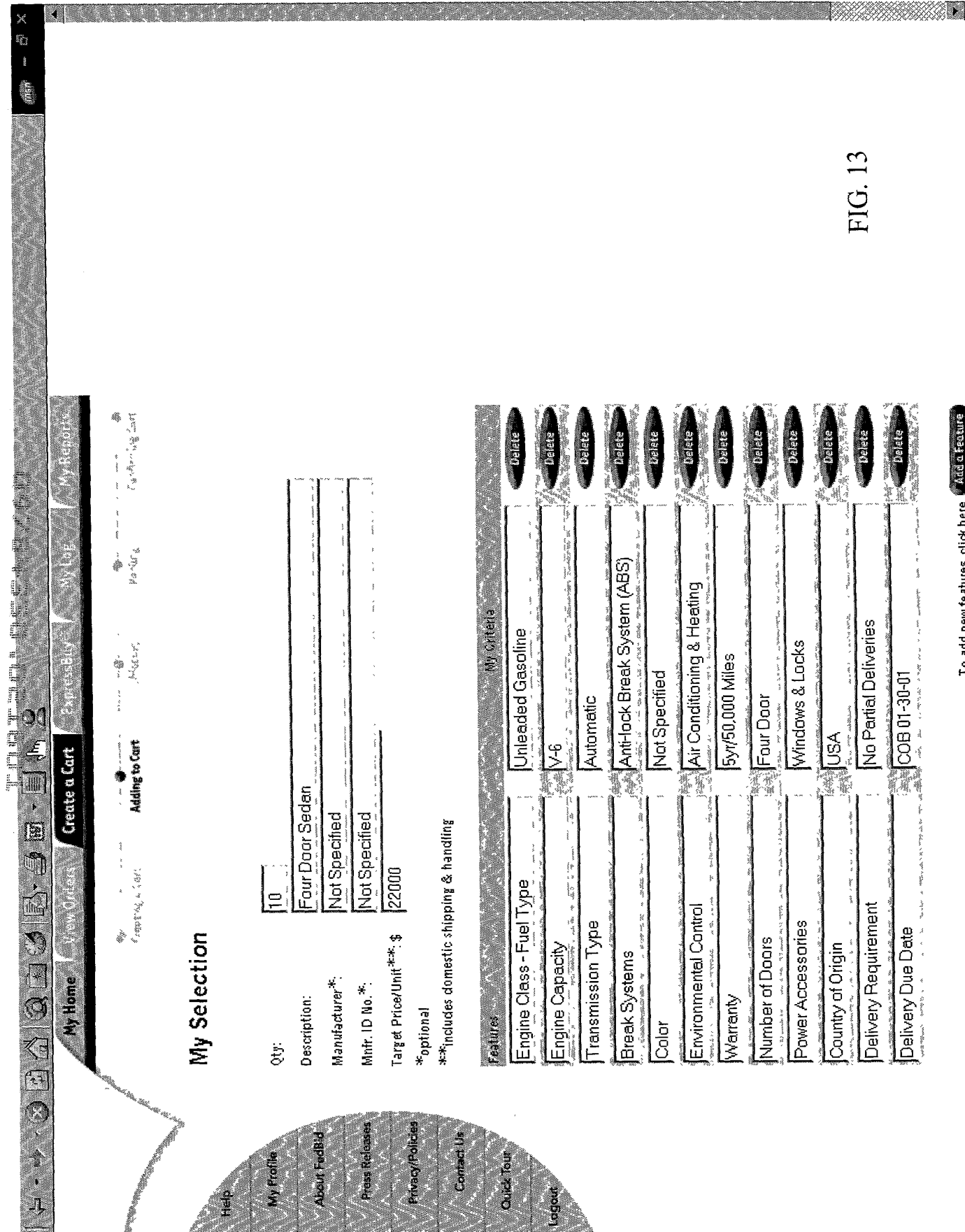


FIG. 13

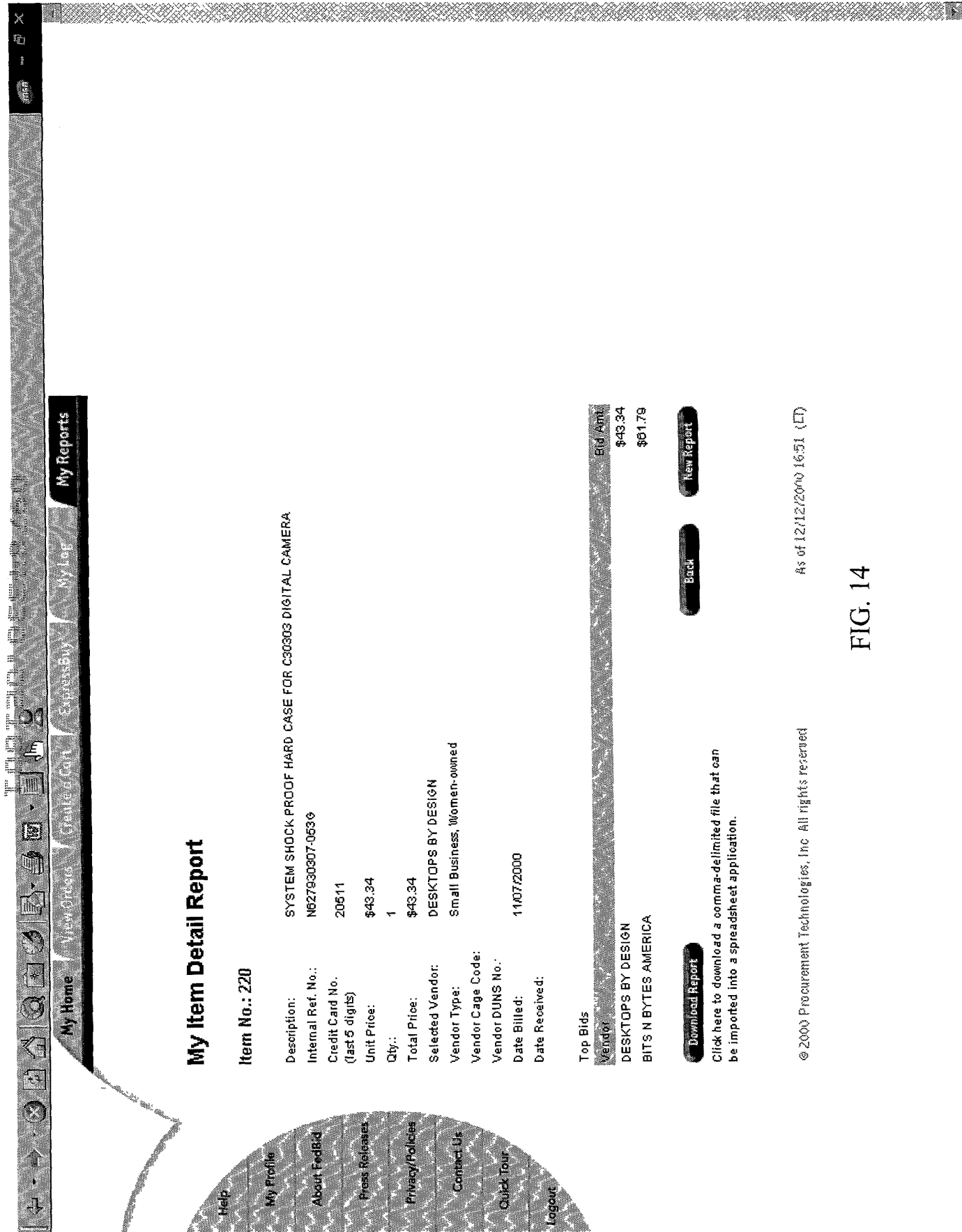


FIG. 14

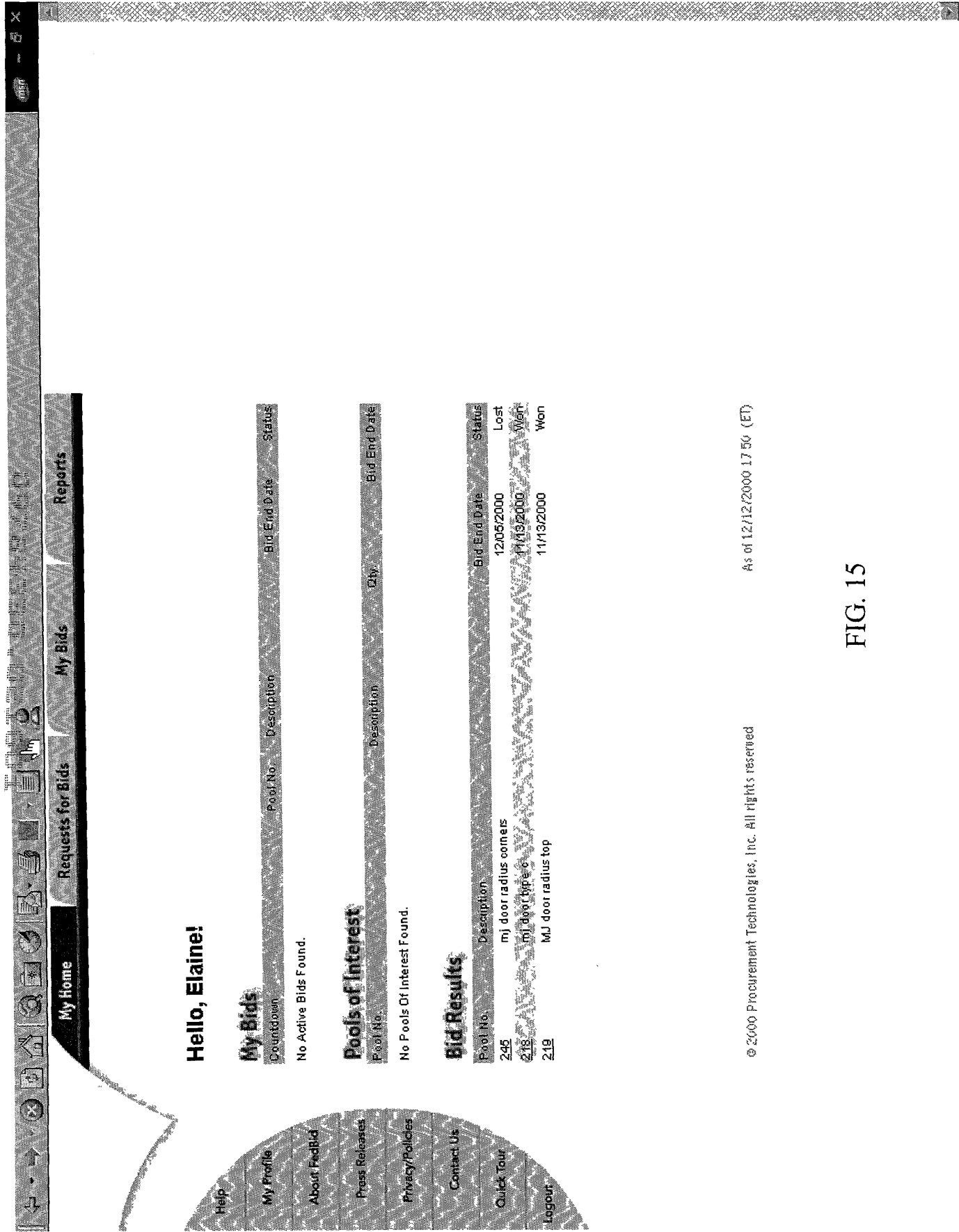


FIG. 15

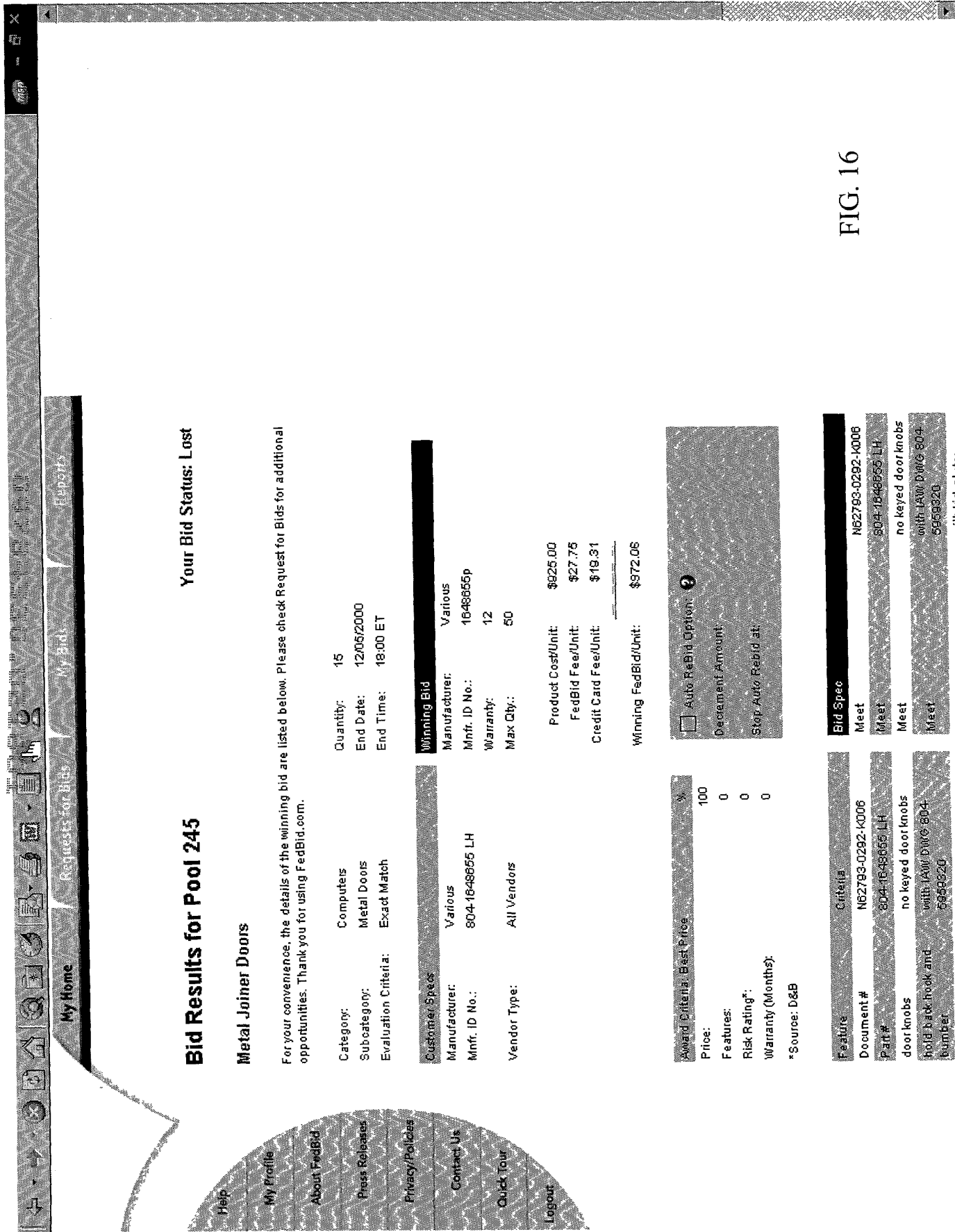


FIG. 16

## Bid Results for Pool 218

Your Bid Status: Won  
No. of Units Accepted: 0

### Metal joiner door

Congratulations! You have the winning bid for Pool 218. You will receive a separate P.O. by email for each order within the pool, upon acceptance of the bid by the customer(s). The P.O. will include details such as quantity and delivery information. In addition, you may view shipping addresses, as they become available, by clicking on the 'shipping' button at the bottom of this page.

Category: Computers  
Subcategory: Metal Doors  
Evaluation Criteria: Exact Match  
Quantity: 3  
End Date: 11/13/2000  
End Time: 18:00 ET

**Customer Specs**  
Manufacturer: various  
Mnfr. ID No.: 804-1642434RH  
Vendor Type: All Vendors  
**Winning Bid**  
Manufacturer: various  
Mnfr. ID No.: ymi5959320-oh  
Warranty: 3  
Max Qty.: 100

Product Cost/Unit: \$675.00  
FedBid Fee/Unit: \$20.25  
Credit Card Fee/Unit: \$14.19  
Winning FedBid/Unit: \$709.44

**Award Criteria: Best Price**  
Price: 100 %  
Features: 0  
Risk Rating\*: 0  
Warranty (Months): 0  
\*Source: D&B

**Feature**  
26 x 75  
Criteria: Not Specified  
PN Type: C804-1642-GRH  
Criteria: Not Specified

☐ Auto ReBid Option: ?  
Development Amount:  
Stop Auto Rebid at:

**Bid Spec**  
Meet  
Not Specified  
Meet  
Not Specified

FIG. 17

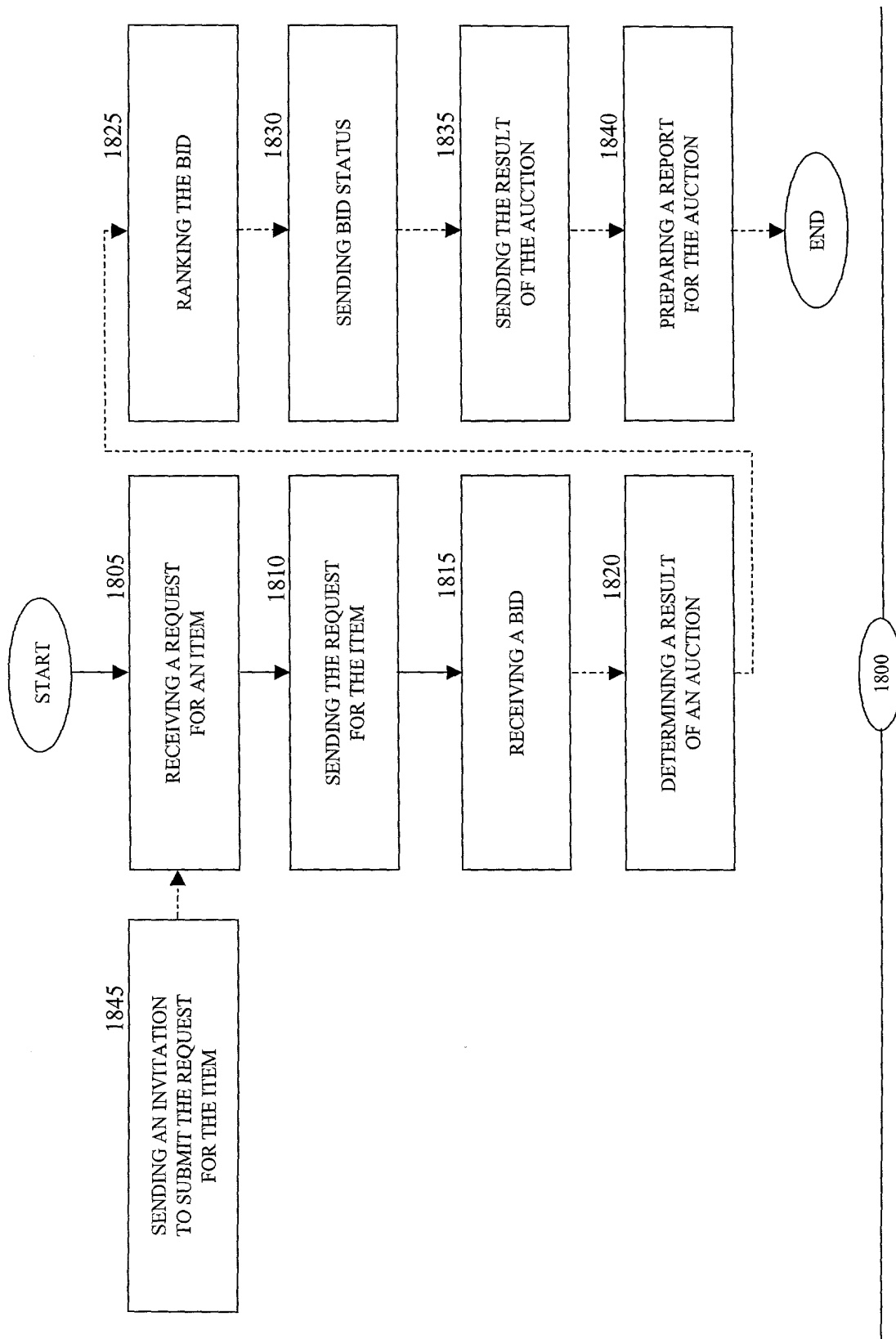


FIG. 18

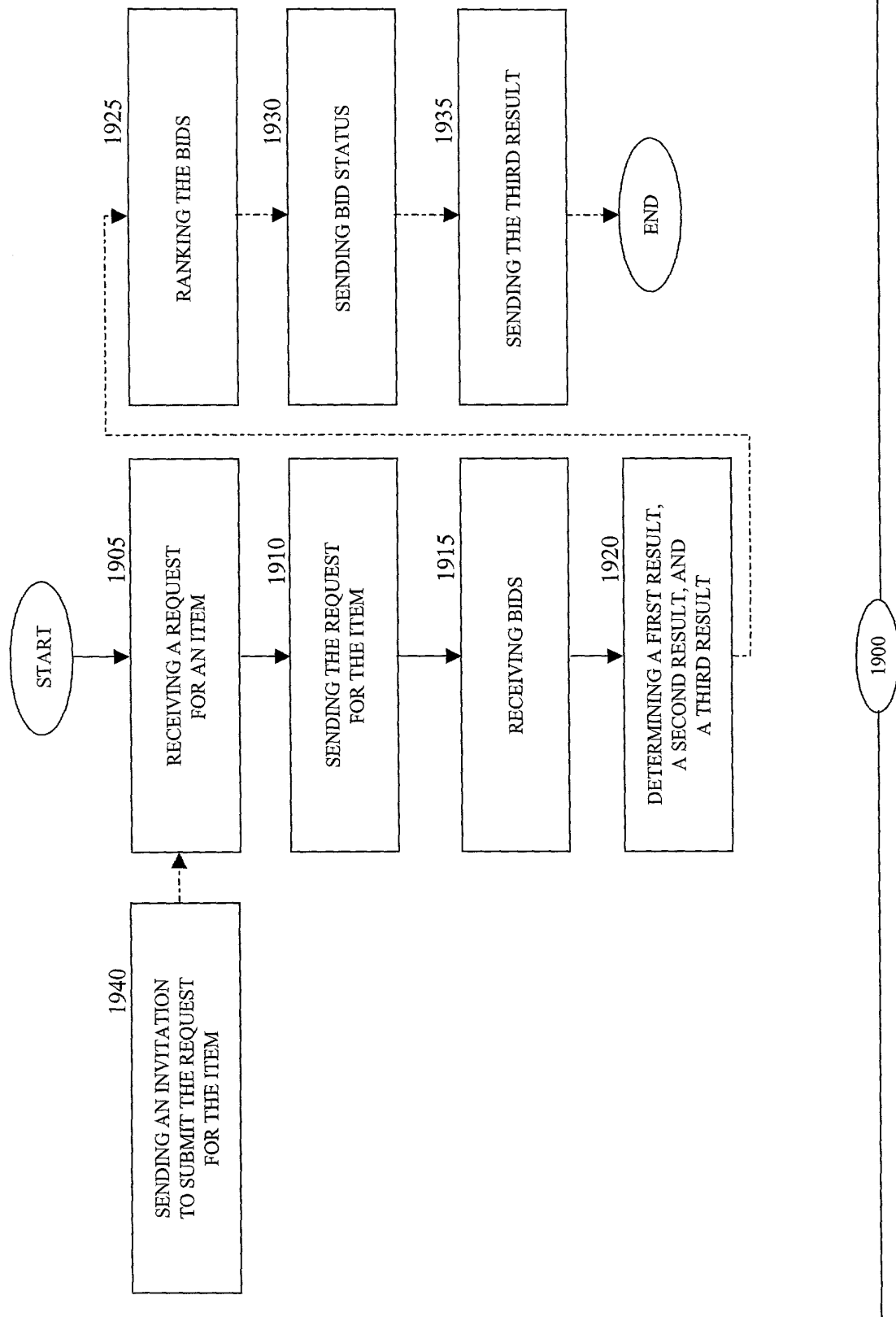
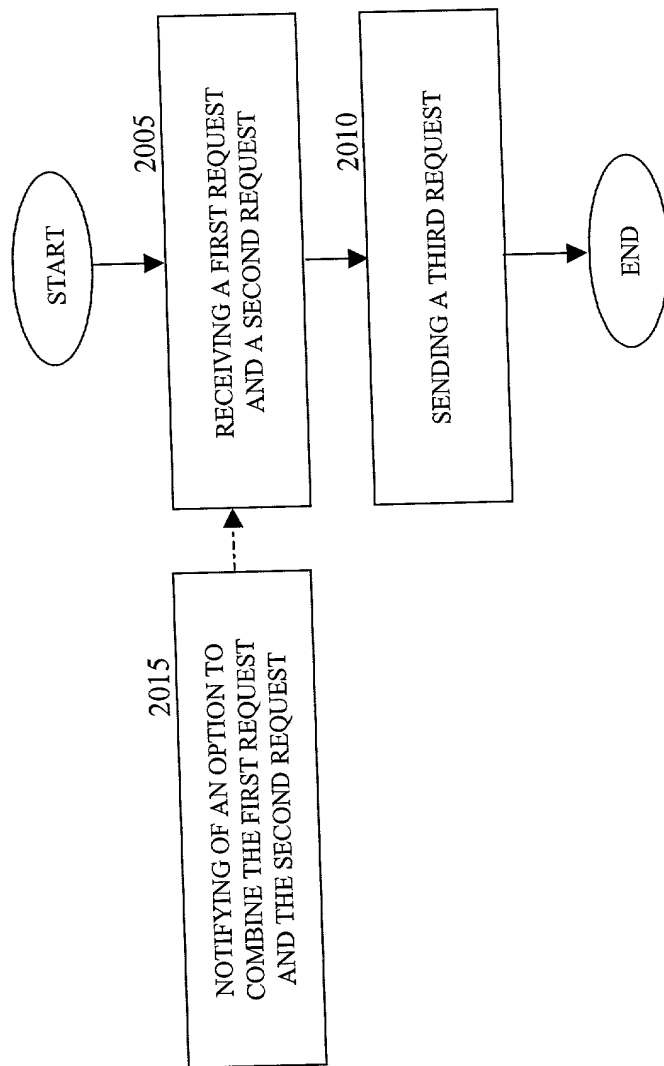


FIG. 19



2000

FIG. 20



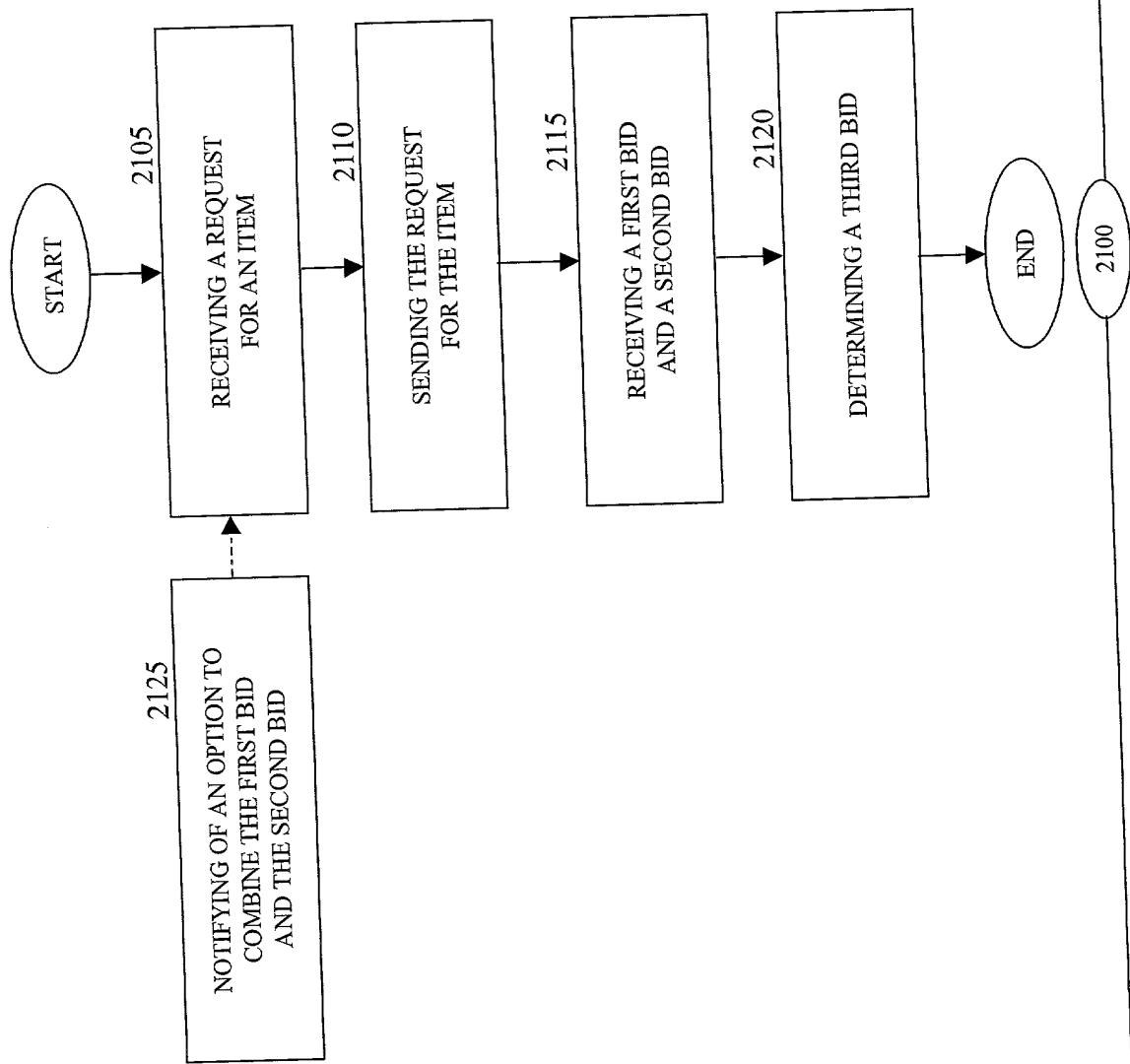


FIG. 21

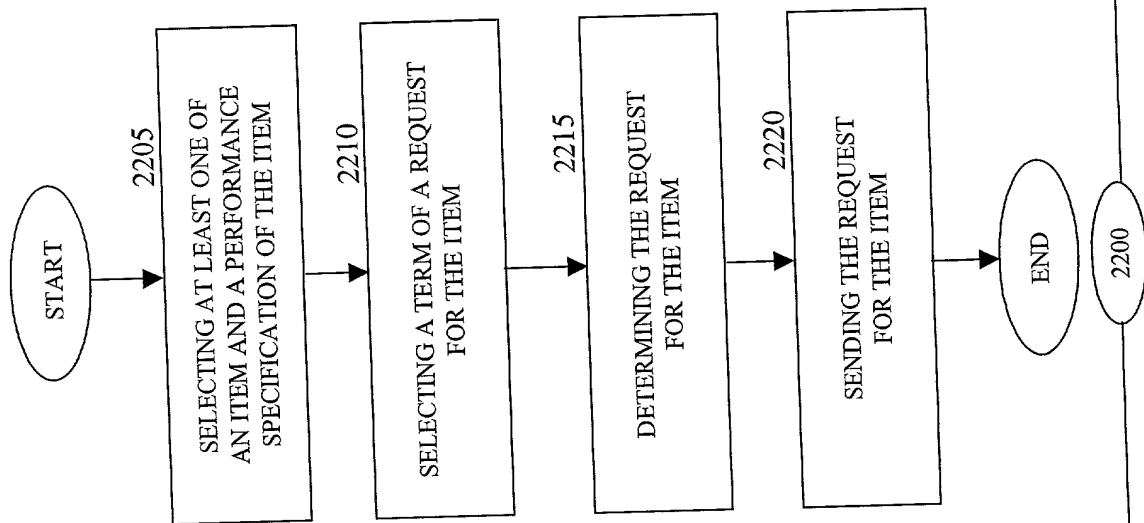
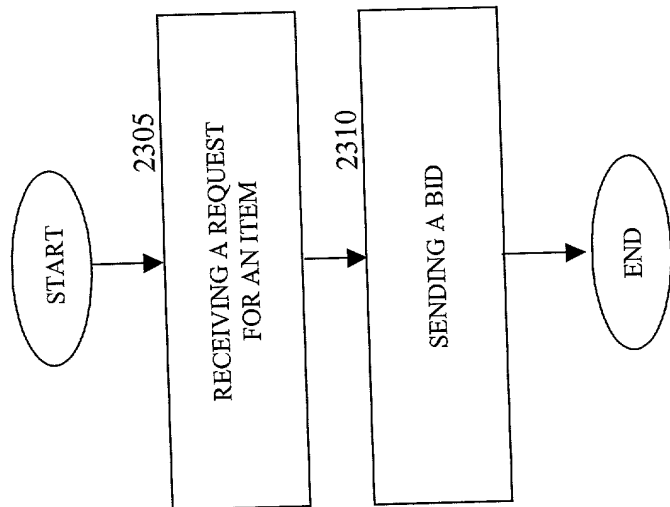
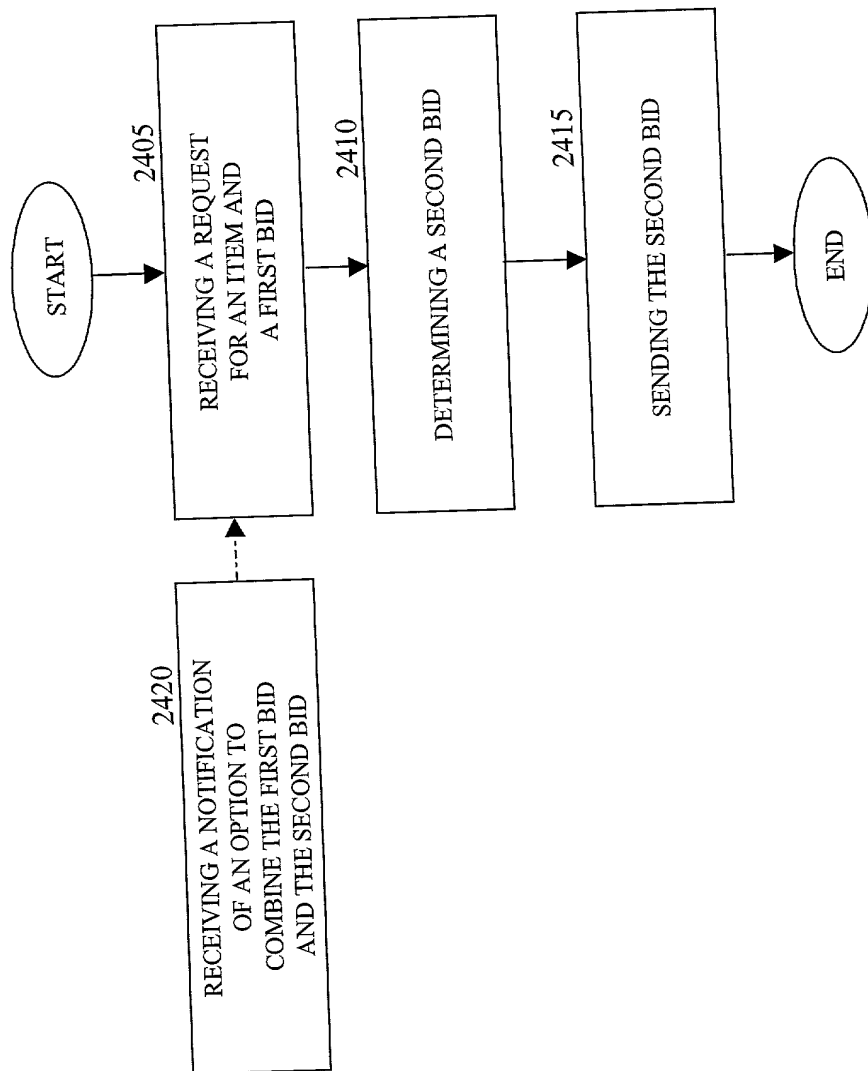


FIG. 22



2300

FIG. 23



2400

FIG. 24

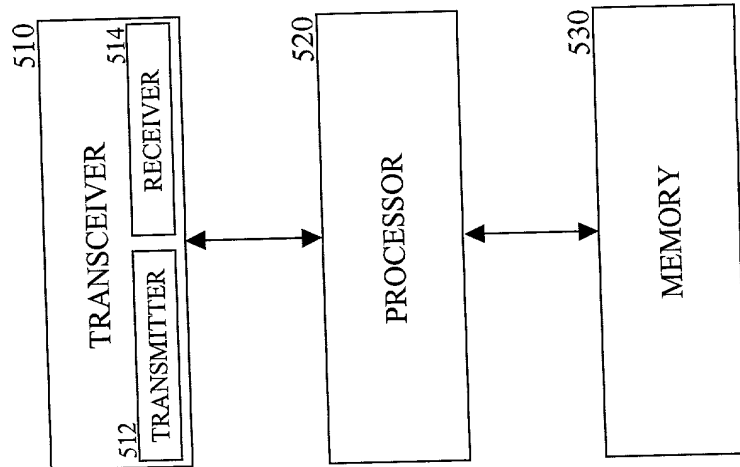


FIG. 25

FIG. 26

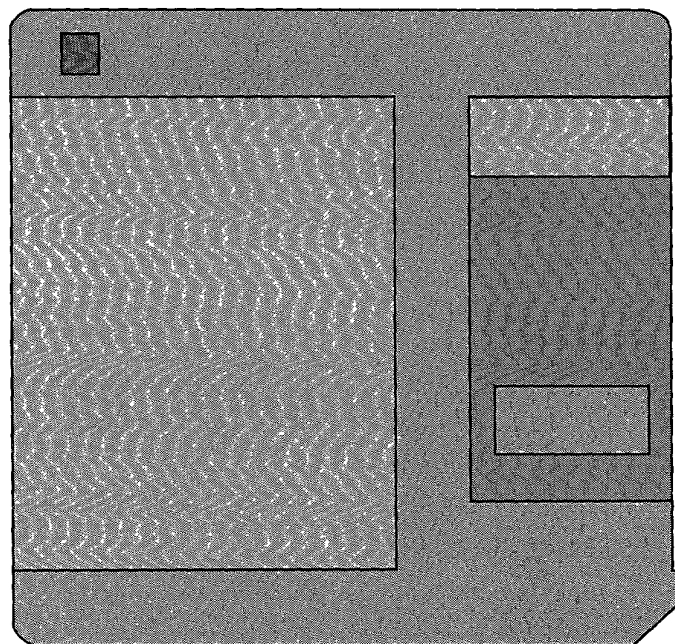


FIG. 26